6 UNITED STATES DISTRICT COURT WESTERN DISTRICT OF WASHINGTON 8 AT SEATTLE 9 10 USI INSURANCE SERVICES 11|| NATIONAL, INC., formerly known as NO. 2:17-cv-01394-SAB 12 WELLS FARGO INSURANCE 13 SERVICES USA, INC., 14 Plaintiff, 15 JOINT PRETRIAL ORDER v. 16 STANLEY OGDEN, an individual; 17 ELENOR O'KEEFE, an individual; JOHN 18 HASKELL, JR., an individual; and ABD 19 INSURANCE AND FINANCIAL 20 SERVICES, INC., a Delaware corporation, 21 Defendants. 22 23 **JURISDICTION** 24 Defendants removed this case to this Court on September 15, 2017, asserting 25 federal jurisdiction based on diversity under 28 U.S.C. § 1332(a). The United 26 States District Court for the Western District of Washington has jurisdiction over 27 this matter under 28 U.S.C. § 1332(a) because there is complete diversity of 28 citizenship between the parties and Defendants have a good faith belief that more

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than \$75,000, exclusive of interest and costs, is at stake. Plaintiff does not dispute the Court's jurisdiction over this matter on the basis asserted by Defendants.

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CLAIMS AND DEFENSES

A. Plaintiff's Claims

When federal courts sit in diversity—as in this case—they must apply the substantive law of the state where they sit. See Erie R.R. Co. v. Tompkins, 304 U.S. 64, 58 S. Ct. 817 (1938). Plaintiff intends to pursue damages for the following claims against Defendants based on Washington law, for which the Court has already entered summary judgment as to liability in Plaintiff's favor:

- Breach of contract (against Defendants Stanley Ogden, Eleanor 1. O'Keefe, and John Haskell, Jr.); and
- Common law tortious interference with contract and/or business expectancy (against Defendant ABD Insurance and Financial Services, Inc. ("ABD")).

In addition, Plaintiff intends to pursue the following claim against Individual Defendant Stanley Ogden based on Washington law:

3. Breach of Washington's common law duty of loyalty (against 18 Defendant Stanley Ogden only).

19 **B. Defendants' Defenses**

Defendants intend to pursue the following affirmative defenses at trial:

- 1. Waiver;
- 2. Estoppel;
- Unclean hands; and 3.
- 4. Failure to mitigate damages.

Plaintiff contends that Defendants' affirmative defenses of waiver, estoppel, and unclean hands are precluded by this Court's summary judgment order as to liability in Plaintiff's favor. Plaintiff does not object to Defendants' affirmative defense of failure to mitigate damages.

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ADMITTED FACTS

The following facts are admitted by the parties:

- 1. Defendant Stanley Ogden began working for Pettit-Morry Co. ("Pettit-Morry"), a Washington insurance brokerage, in 1987. In exchange for the purchase of all of Mr. Ogden's outstanding capital stock in Pettit-Morry, Mr. Ogden entered into an Agreement and Covenant Not to Compete.
- 2. Defendant Eleanor O'Keefe began working for Pettit-Morry in 1986. In exchange for the purchase of all of Ms. O'Keefe's outstanding capital stock in Pettit-Morry, Ms. O'Keefe entered into an Agreement and Covenant Not to Compete.
- 3. Through a series of corporate mergers, Pettit-Morry was ultimately acquired by Wells Fargo Insurance Services USA, Inc. ("WFIS"), which was in turn later acquired by Plaintiff USI Insurance Services National, Inc. ("USI").
- 4. Lewis Dorrington began working for an entity then known as ABD Insurance and Financial Services (which was a different corporate entity from Defendant ABD, but which employed and was led by several of the same individuals) in November 2004. This earlier ABD was also thereafter acquired by 18 WFIS.
 - 5. In 2013 and 2015, Defendant John Haskell, Jr. signed new employment contracts with WFIS.
 - 6. While Lewis Dorrington was still employed by WFIS and after Haskell started working at ABD, Haskell met with Dorrington.
 - During the meeting between Dorrington and Haskell, while 7. Dorrington was still employed by WFIS and Haskell was employed by ABD, Haskell provided Dorrington with the name of ABD's President, Kurt de Grosz.
 - Before Stanley Ogden resigned from WFIS, he told ABD's Kurt de Grosz that he (Stanley Ogden) had a book of business of approximately \$1.6

million and mentioned the names of certain clients, including Trident Seafoods and Harley Marine.

- 9. Without waiving their rights to appeal, the parties agree that the Court made the following determinations on summary judgment:
 - a. USI is entitled to enforce certain employment contracts Defendants
 Stanley Ogden, Eleanor O'Keefe, and John Haskell, Jr. had entered with
 USI's predecessor, WFIS.
 - b. Both Ogden and O'Keefe had enforceable contracts with WFIS that included a provision wherein they agreed, for a period of three years after the termination of their employment with WFIS or its successors, not to "participate directly or indirectly in the handling of the insurance business of ... any person, firm or entity which has been a client or customer of [their former employer] within two years prior to the date of termination of" their employment.
 - c. Both Ogden and O'Keefe breached that provision in their contracts by continuing to handle the insurance business of WFIS clients after they began working for ABD.
 - d. Haskell had an enforceable contract with WFIS that included a provision wherein he agreed, for a period of two years following the termination of his employment, not to "solicit, recruit or promote the solicitation of any employee . . . of [his former employer] for the purpose of encouraging that employee . . . to leave the Company's employ . . ."
 - e. Haskell did not breach any other provisions in his contract with USI's predecessors, including that he did not breach the confidentiality or nonsolicitation-of-client provisions in that contract.
 - f. ABD tortiously interfered with USI's contractual expectations when Ogden and O'Keefe continued handling insurance business of USI clients

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and when Haskell assisted ABD in recruiting his former co-worker, Lewis Dorrington.

g. None of the following individuals who left WFIS to work at ABD breached any contractual or other duties they may have owed to USI or its predecessors: Lewis Dorrington, Cory Anderson, Mary Mark, or Marcia Ogden.

ISSUES OF LAW

- The following are issues of law that both Parties agree remain to be A. determined by the Court (either by appropriate jury instructions or after post-trial motions):
- 1. Is any party entitled to attorneys' fees and costs under RCW 4.84.330?
 - Is Plaintiff entitled to prejudgment interest? 2.
- 3. Any other challenges to the admissibility of evidence raised in the parties' motions in limine or other evidentiary objections at trial.
- The following are additional issues of law that Plaintiff believes В. remain to be determined by the Court:
- Should Defendants be precluded from offering expert or lay opinion 1. testimony regarding Plaintiff's damages?
- Should Defendants be precluded from offering testimony or evidence 2. regarding consumer banking practices or alleged fraud and/or criminal conduct by Wells Fargo Bank or any of its subsidiaries?
- C. The following are additional issues of law that Defendants believe remain to be determined by the Court (either by appropriate jury instructions or after post-trial motions):
- Did Plaintiff prove with reasonable certainty that it would have earned additional, net profits if Stanley Ogden had not handled the business of his former WFIS customers after his employment with Plaintiff terminated?

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- 2. If so, then what damages, if any, did USI suffer as a result of defendant Stanley Ogden's handling of business from his former WFIS customers in breach of his contractual commitments to Plaintiff?
- 3. Did Plaintiff prove with reasonable certainty that it would have earned additional, net profits if Eleanor O'Keefe had not handled the business of her former WFIS customers after her employment with Plaintiff terminated?
- If so, then what damages, if any, did USI suffer as a result of Eleanor 4. O'Keefe's handling of business from his former WFIS customers in breach of his contractual commitments to Plaintiff?
- 5. Did Plaintiff prove with reasonable certainty that it would have earned additional, net profits if John Haskell had not promoted the solicitation of Lewis Dorrington to change employers to ABD?
- If so, then what damages, if any, did USI suffer as a result of defendant John Haskell's promotion of the solicitation of Lewis Dorrington to change employers to ABD in breach of Haskell's contractual commitment to Plaintiff?
- 7. Did Plaintiff prove that Defendant Stanley Ogden owed a common law duty of loyalty to Plaintiff?
- If Plaintiff proved that Defendant Stanley Ogden owed a common law 8. duty of loyalty to Plaintiff, did Plaintiff also prove that Stanley Ogden breached that duty by disclosing protectable, confidential information about his clients to Defendant ABD in order to solicit business while he was still employed by WFIS?
- 9. If Plaintiff proved that Stanley Ogden breached a duty of loyalty to USI by disclosing protectable, confidential information about his clients to defendant ABD in order to solicit business while he was still employed by WFIS, did Plaintiff also prove with reasonable certainty that it would have earned additional, net profits if Stanley Ogden had not committed that breach of duty of 28 loyalty to Plaintiff?

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If so, then what damages, if any, were proximately caused by such 10. breach?

- 11. Did Plaintiff waive any of its claims for relief, in whole or in part?
- Should Plaintiff be estopped from recovering damages, in whole or in 12. part, on any of its claims because it made a statement to a Defendant that caused that Defendant to fail to perform his or her contract with Plaintiff?
- Does the equitable defense of unclean hands bar Plaintiff, in whole or 13. in part, from recovering on any of its claims?

EXPERT WITNESSES

Plaintiff intends to call the following expert witnesses:

11	NAME	ADDRESS/PHONE	SUBJECTS OF INFORMATION	STATUS
12		NUMBER		
14	R. Bryan	526 Red Gate Road	Mr. Tilden is an insurance industry expert	Will testify.
13	Tilden	Pittsboro, NC 27312	and will testify about issues related to	
$ ^{1}$		Ph: 919.542.1042	account retention, staffing, and anything else	
14			related to economic damages suffered by	
14			Plaintiff as a result of Defendants' wrongful	
15			and unlawful conduct.	
13	Peter	c/o Nickerson &	Dr. Nickerson is an economist and will	Will testify.
16	Nickerson,	Associates LLC	testify about historical financial aspects of	· ·
	Ph.D.	520 Pike Street	WFIS's maritime practice groups, calculated	
17		Suite 1200	average account retention, issues related to	
		Seattle, WA 98101	revenues, profits, and losses, reduction of	
18		Ph: 206.332.0270	damage calculations to present value, and	
			anything else related to economic damages	
19			suffered by Plaintiff as a result of	
_			Defendants' wrongful and unlawful conduct.	
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OTHER WITNESSES

A. Plaintiff intends to call the following lay witness:

NAME	ADDRESS/PHONE NUMBER	SUBJECTS OF INFORMATION	STATUS
Tim	c/o Littler Mendelson,	Mr. Prichard will testify regarding the nature	Will call.
Prichard	P.C.	of the maritime practice group's work and revenues, the role and responsibilities of John Haskell, Jr., as the former Managing Director of WFIS's Seattle Office, ABD's efforts to raid WFIS's and USI's employees and clients, and anything related to any claim or defense in the case.	
Wilson	c/o Littler Mendelson,	Mr. Criswell will testify regarding the nature	Will call.

1	NAME	ADDRESS/PHONE NUMBER	SUBJECTS OF INFORMATION	STATUS
2	Criswell	P.C.	of the maritime practice group's work and	
3			revenues, WFIS's cost structures, overhead,	
3			and net profits related to the maritime	
4			practice group, USI's damages caused by the	
1			wrongful conduct of ABD and the Individual	
5			Defendants, and anything related to any	
	Stanley	c/o Morgan, Lewis &	claim or defense in the case. Mr. Ogden will testify regarding his contract	Will call.
6	Ogden	Bockius LLP	with WFIS, his solicitation of WFIS	will call.
اار	Ogucii	DOCKIUS LLI	customers, planning and implementing the	
-			departure of WFIS's Maritime Group to	
8			ABD, the value of his client relationships to	
			WFIS/USI, the benefits ABD now receives	
9			from his former WFIS clients, and anything	
			related to any claim or defense in the case.	
10	Eleanor	c/o Morgan, Lewis &	Ms. O'Keefe will testify regarding her	Will call.
_	O'Keefe	Bockius LLP	contract with WFIS, her solicitation of WFIS	
11			customers, planning and implementing the	
12			departure of WFIS's Maritime Group to	
12			ABD, the value of her client relationships to	
13			WFIS/USI, the benefits ABD now receives	
			from her former WFIS clients, and anything	
14	Lewis	c/o Morgan, Lewis &	related to any claim or defense in the case. Mr. Dorrington will testify regarding his	Will call.
ااء ،	Dorrington	Bockius LLP	contract with WFIS, his solicitation of WFIS	will call.
15	Domigion	DOCKIUS LLI	customers, planning and implementing the	
16			departure of WFIS's Maritime Group to	
10			ABD, the value of his client relationships to	
17			WFIS/USI, the benefits ABD now receives	
			from his former WFIS clients, and anything	
18			related to any claim or defense in the case.	
	John	c/o Morgan, Lewis &	Mr. Haskell will testify regarding his	Will call.
19	Haskell, Jr.	Bockius LLP	contract with WFIS, planning and	
20			implementing the departure of WFIS's	
ال^2			Maritime Group to ABD, his promotion of	
21			the solicitation of Lewis Dorrington to leave	
			WFIS and join ABD, and anything related to any claim or defense in the case.	
22	Robert	c/o Littler Mendelson,	Mr. Volkel would be called to testify	May call.
	Volkel	P.C.	regarding the nature of the maritime practice	iviay caii.
23			group's work and revenues, the role and	
24			responsibilities of John Haskell, Jr., as the	
∠+			former Managing Director of WFIS's Seattle	
25			Office, ABD's efforts to raid WFIS's and	
			USI's employees and clients, and anything	
26			related to any claim or defense in the case.	
إإر	Michael	c/o Morgan, Lewis &	Mr. McCloskey is Defendant ABD's Chief	May call.
27	McCloskey	Bockius LLP	Financial Officer and would be called to	
28			testify regarding ABD's intentions and	
ا ال			handling with respect to the solicitation and	

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l	NAME	ADDRESS/PHONE	SUBJECTS OF INFORMATION	STATUS
		NUMBER		
			hiring of the Individual Defendants, as well	
			as the Individual Defendants' ongoing	
			handling of the insurance business of their	
			former WFIS insurance accounts.	
1	Kurt de	c/o Morgan, Lewis &	Mr. de Grosz is Defendant ABD's President	May call.
l	Grosz	Bockius LLP	and would be called to testify regarding	
			ABD's intentions and handling with respect	
			to the solicitation and hiring of the	
			Individual Defendants, as well as the	
			Individual Defendants' ongoing handling of	
l			the insurance business of their former WFIS	
			insurance accounts.	
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Plaintiff expressly reserves the right to call any and all of the Individual Defendants as hostile witnesses during Plaintiff's case-in-chief regardless of whether Defendants identify them as witnesses who will be testifying at trial.

B. Defendants intend to call the following lay witnesses:

13	Name	Address/Phone Number	Subjects of Information	Status
14	Stanley Ogden	c/o Morgan, Lewis & Bockius LLP	Ogden is a named defendant in this action and will testify on all issues relevant to the	Will call.
15	Oguen	DOCKIUS LLI	claims and defenses that remain at issue in	
16			this trial. In particular, he will testify about his experience in the maritime insurance	
17			industry and with his clients, difficulties he	
18			faced building and maintaining his client practice at WFIS in late 2016, the costs	
19			associated with his practice, the maritime insurance brokerage market in the Seattle	
20			area, his clients' particularized needs and WFIS's and USI's abilities to satisfy those	
21			client needs after his departure, WFIS's actions after his departure, and other facts	
22			related to causation, damages and Defendants' affirmative defenses.	
23	Eleanor	c/o Morgan, Lewis &	O'Keefe is a named defendant in this action	Will call.
24	O'Keefe	Bockius LLP	and will testify on all issues relevant to the claims and defenses that remain at issue in	
25			this trial. In particular, she will testify about her experience in the maritime insurance	
26			industry and with her clients, difficulties she	
27			faced building and maintaining her client practice at WFIS in late 2016, the costs	
28			associated with her practice, the maritime insurance brokerage market in the Seattle	

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1 2 3 4			area, her clients' particularized needs and WFIS's and USI's abilities to satisfy those client needs after his departure, WFIS's actions after her departure, and other facts related to causation, damages and Defendants' affirmative defenses.			
5 6 7 8 9 10 11 12 13 14 15	John Haskell	c/o Morgan, Lewis & Bockius LLP	Haskell is a named defendant in this action and will testify on all issues relevant to the claims and defenses that remain at issue in this trial. In particular, he will testify about his experience in the maritime insurance industry and with his clients, his and others' experiences at the WFIS Seattle office, the costs associated with his practice and the practice of others in the Seattle office of WFIS (which Haskell managed), the maritime insurance brokerage market in the Seattle area, clients' particularized needs and WFIS's and USI's abilities to satisfy those client needs after Defendants' departures from WFIS, WFIS's actions after Defendants' departures, his communications with Lewis Dorrington before Dorrington began working for ABD, and other facts related to causation, damages and Defendants' affirmative defenses.	Will call.		
16 17 18 19 20 21 22 23 24 25	Lewis Dorrington	c/o Morgan, Lewis & Bockius LLP	Dorrington was a named defendant in this action and will testify on all issues relevant to the claims and defenses that remain at issue in this trial. In particular, he will testify about his experience in the maritime insurance industry and with his clients, his and others' experiences at the WFIS Seattle office, the costs associated with his practice and the practice of others in the Seattle office of WFIS, the maritime insurance brokerage market in the Seattle area, clients' particularized needs and WFIS's and USI's abilities to satisfy those client needs after Defendants' departures from WFIS, WFIS's actions after Defendants' departures, his communications with Haskell before Dorrington began working for ABD, and other facts related to causation, damages and Defendants' affirmative defenses.	Will call.		
262728	Kurt de Grosz	c/o Morgan, Lewis & Bockius LLP	Kurt de Grosz is Defendant ABD's President and he will testify about his communications with Lewis Dorrington and Dorrington's recruitment by ABD, his experience in the	May call.		

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1 2 3 4 5			insurance brokerage industry and with ABD's clients, the maritime insurance brokerage market in the Seattle area, clients' particularized needs and WFIS's and USI's abilities to satisfy those client needs after Defendants' departures from WFIS, and other facts related to causation, damages and Defendants' affirmative defenses.	
6 7 8 9 10 11	Jim Dunlap	Dunlap Towing PO Box 593 LaConner, WA 98275 360-466-3114	Jim Dunlap is the president of Dunlap Towing. He will testify about Dunlap Towing's insurance needs, the market for insurance brokerage services in the Seattle area that meet Dunlap Towing's needs, the impact the Wells Fargo banking scandal had on Dunlap Towing's desire to continue doing business with USI, and whether Dunlap Towing would have stayed with USI if Eleanor O'Keefe could not have serviced Dunlap Towing's account.	Will call.
12 13 14 15 16 17 18	Joe Misenti	Tote Shipping 10401 Deerwood Park Blvd Building 1, Suite 1300 Jacksonville, FL 32256 877-775-7447	Joe Misenti was previously the General Counsel at Silver Bay Seafoods. He will testify about Silver Bay Seafoods' insurance needs, the market for insurance brokerage services in the Seattle area that met Silver Bay Seafoods' needs, the impact the Wells Fargo banking scandal had on Silver Bay Seafoods' desire to continue doing business with USI, and whether Silver Bay Seafoods would have stayed with USI if Stanley Ogden could not have serviced Silver Bay Seafoods' account.	Will call.
19 20 21 22 23 24	Joe Plesha	206-331-0643	Joe Plesha was previously the Chief Legal Counsel at Trident Seafoods. He will testify about Trident Seafoods' insurance needs, the market for insurance brokerage services in the Seattle area that met Trident Seafoods' needs, the impact the Wells Fargo banking scandal had on Trident Seafoods' desire to continue doing business with USI, and whether Trident Seafoods would have stayed with USI if Stanley Ogden could not have serviced Trident's account.	Will call.
25262728	Mike McCarthy	Trident Seafoods Corporation 20001 W Garfield St. Seattle, WA 98119 206-281-9832	Mike McCarthy was previously the ultimate person responsible for selecting insurance brokerage services at Trident Seafoods. He will testify about Trident Seafoods' insurance needs, the market for insurance brokerage services in the Seattle area that	Will call.

1 2 3 4			met Trident Seafoods' needs, the impact the Wells Fargo banking scandal had on Trident Seafoods' desire to continue doing business with USI, and whether Trident Seafoods would have stayed with USI if Stanley Ogden could not have serviced Trident's account.	
5 6 7 8 9 10 11	Robert Kehoe	Purse Seine Vessel Owners Association 1900 W Nickerson St. #320 Seattle, WA 98119 206-283-7733	Robert Kehoe was previously the ultimate person responsible for selecting insurance brokerage services at Purse Seine. He will testify about Purse Seine's insurance needs, the market for insurance brokerage services in the Seattle area that met Purse Seine's needs, the impact the Wells Fargo banking scandal had on Purse Seine's desire to continue doing business with USI, and whether Purse Seine would have stayed with USI if Stanley Ogden could not have serviced Purse Seine's account.	Will call.
12 13 14 15 16 17	Augie Catalano	Chemithon Corporation 5430 W Marginal Way SW Seattle, WA 98106 206-858-7053	Augie Catalano is the VP of Finance and CFO at Chemithon. He will testify about Chemithon's insurance needs, the market for insurance brokerage services in the Seattle area that meet Chemithon's needs, the impact the Wells Fargo banking scandal had on Chemithon's desire to continue doing business with USI, and whether Chemithon would have stayed with USI if Eleanor O'Keefe could not have serviced Chemithon's account.	Will call.
18 19 20 21 22 23 24 25 26 27	Corey Anderson	c/o Morgan, Lewis & Bockius LLP	Anderson was a named defendant in this action and will testify on all issues relevant to the claims and defenses that remain at issue in this trial. In particular, he will testify about his experience in the maritime insurance industry and with his clients, his and others' experiences at the WFIS Seattle office, the costs associated with his practice and the practice of others in the Seattle office of WFIS, the maritime insurance brokerage market in the Seattle area, clients' particularized needs and WFIS's and USI's abilities to satisfy those client needs after Defendants' departures from WFIS, WFIS's actions after Defendants' departures, and other facts related to causation, damages and Defendants' affirmative defenses.	May call.
28	Marcia	c/o Morgan, Lewis &	Marcia Ogden was a named defendant in this	May call.

1 2	Ogden	Bockius LLP	action and will testify on all issues relevant to the claims and defenses that remain at issue in this trial. In particular, she will	
3			testify about her experience in the maritime insurance industry and with clients, her and	
4			others' experiences at the WFIS Seattle	
5			office, the costs associated with Stan Ogden's practice and the practice of others in	
6			the Seattle office of WFIS, the maritime insurance brokerage market in the Seattle	
7			area, clients' particularized needs and WFIS's and USI's abilities to satisfy those	
8			client needs after Defendants' departures from WFIS, WFIS's actions after	
9			Defendants' departures, and other facts related to causation, damages and	
10			Defendants' affirmative defenses.	
11	Mary Mark	c/o Morgan, Lewis &	Mary Mark was a named defendant in this	May call.
12		Bockius LLP	action and will testify on all issues relevant to the claims and defenses that remain at	
13			issue in this trial. In particular, she will testify about her experience in the maritime	
			insurance industry and with clients, her and others' experiences at the WFIS Seattle	
14			office, the costs associated with the practice of others in the Seattle office of WFIS, the	
15			maritime insurance brokerage market in the Seattle area, clients' particularized needs and	
16			WFIS's and USI's abilities to satisfy those client needs after Defendants' departures	
17			from WFIS, WFIS's actions after Defendants' departures, and other facts	
18			related to causation, damages and	
19			Defendants' affirmative defenses.	
20	Machiko Monzaki	c/o Morgan, Lewis & Bockius LLP	Monzaki will testify about WFIS's efforts to retain business after Defendants' departures,	May call.
21			her experiences a WFIS's Seattle office, her experience in the maritime insurance	
22			industry and with clients, the maritime insurance brokerage market in the Seattle	
23			area, clients' particularized needs and WFIS's and USI's abilities to satisfy those	
24			client needs after Defendants' departures from WFIS.	
25	Line	a/a Managa Tarris C		Mary as 11
26	Lisa Langdon	c/o Morgan, Lewis & Bockius LLP	Langdon will testify about WFIS's efforts to retain business after Defendants' departures,	May call.
27			her experiences a WFIS's Seattle office, her experience in the maritime insurance	
28			industry and with clients, the maritime	

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area, clients' particularized needs and	
WFIS's and USI's abilities to satisfy those	
client needs after Defendants' departures	
from WFIS.	

Defendants may also call one or more rebuttal witnesses, the necessity of whose testimony, and the contents thereof, cannot be reasonably anticipated prior to trial. Defendants reserve the right to call any witness identified by Plaintiff.

EXHIBITS

In making objections to Plaintiff's proposed trial exhibits, Defendants' objections are identified using the following abbreviations:

10	Plaintiff's Exhibits						
11	No.	Description	Authenticity	Admissibility	Objection	Admitted	
12	1	Stanley Ogden 1994 Agreement	Stipulated	Disputed	R P/W/T/C		
13		and Covenant Not to Compete, WFIS000190–WFIS000196			P/WT/C MIL No. 2		
14	2	Eleanor O'Keefe 1994 Agreement and Covenant Not	Stipulated	Disputed	R P/WT/C		
15		to Compete, WFIS000237– WFIS000243			MIL No. 2		
16	3	Lewis Dorrington 2004 Employment Agreement,	Stipulated	Disputed	R P/WT/CTI		
17	4	WFIS000018–WFIS000020 John Haskell 2013 Agreement	Stipulated	Disputed	MIL No. 1		
18	•	Regarding Trade Secrets, Confidential Information, Non-	Supulated	Disputed	P/WT/C MIL No. 2		
19		Solicitation, and Assignment of Inventions, WFIS000086–					
20		WFIS000088					
21	5	John Haskell 2015 Agreement Regarding Trade Secrets,	Stipulated	Disputed	R P/WT/C		
22		Confidential Information, Non-Solicitation, and Assignment of			MIL No. 2		
23		Inventions, WFIS000083– WFIS000085					
24	6	March 10, 2017 Email exchange between Diane	Stipulated	Disputed	R P/WT/C		
25		Bundrant (Trident Seafoods) and Stanley Ogden, with			MIL No. 2		
26		forwarded communications, ABD-MT-005969–ABD-MT-					
27		005970					

1	Plaintiff's Exhibits						
2	No.	Description	Authenticity	Admissibility	Objection	Admitted	
3 4	7	January 2–3, 2017 Email exchange between Joe Misenti (Silver Bay Seafoods) and Stanley Ogden, attaching BOR,	Stipulated	Disputed	R P/WT/C MIL No. 2		
5		ABD-MT-005541-ABD-MT-005543					
6 7	8	January 4, 2017 Email exchange between Stanley Ogden and Tim (Wards Cove) attaching ABD promotional	Stipulated	Disputed	R P/WT/C MIL No. 2		
8		flyer and BOR, ABD-MT- 005538- ABD-MT-005540					
10 11	9	January 2, 2017 Email exchange between Augie Catalano and Eleanor O'Keefe, attaching BOR, ABD-MT-005430–ABD-MT-005431	Stipulated	Disputed	R P/WT/C MIL No. 2		
12 13 14	10	March 7, 2017 Email exchange between Lewis Dorrington and Jacob Lee (NYK Group), including attachments, ABD- MT-005897–ABD-MT-005904	Stipulated	Disputed	R P/WT/CTI MIL No. 1		
15 16	11	January 3, 2017 Email exchange between Lal Chandwaney and Stanley Ogden, ABD-MT-005555	Stipulated	Disputed	R P/WT/C MIL No. 2		
17 18	12	Template Broker of Record Letter, ABD-MT-005900	Stipulated	Disputed	R P/WT/C MIL No. 2		
19 20	13	December 28, 2016 from Eleanor O'Keefe to herself forwarding client contact information, USI Ogden006734	Disputed	Disputed	R P/WT/C MIL No. 2		
21 22	14	Spreadsheet re: NYK Group Commission Payments, ECF No. 116-1	Disputed	Disputed	R P/WT/C MIL No. 2		
23 24	15	ABD Producer Employment Agreement – Stanley Ogden, ABD-MT-000379–ABD-MT- 000392	Stipulated	Disputed	R P/WT/CTI MIL No. 4		
25 26	16		Stipulated	Disputed	R P/WT/ CTI/ C MIL No. 2		
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1	Plaintiff's Exhibits						
2	No.	Description	Authenticity	Admissibility	Objection	Admitted	
3	17	Text Messages between Stanley Ogden and Cory Anderson, ABD-MT-001677–ABD-MT- 001679	Stipulated	Disputed	R P/WT/ CTI MIL No. 1		
5 6 7	18	December 30, 2016 Email Exchange between Eleanor O'Keefe and Terry (LNU), with attachments, ABD-MT- 001586–ABD-MT-001588	Stipulated	Disputed	R P/WT/C MIL No. 2		
8 9 10	19	Acknowledgment of Prior Trade Secrets and Confidentiality Agreement Compliance (Eleanor O'Keefe), ABD-MT-000393-ABD-MT- 000395	Stipulated	Disputed	R P/WT MIL No. 4		
11 12 13	20	ABD Non-Disclosure, Proprietary Information, and Inventions Agreement (Eleanor O'Keefe), ABD-MT-000396— ABD-MT-000403	Stipulated	Disputed	R P/WT MIL No. 4		
14 15	21	Eleanor O'Keefe ABD Offer Letter dated December 28, 2016, ABD-MT-000404-ABD- MT-000406	Stipulated	Disputed	R P/WT MIL No. 4		
16 17 18	22	December 30, 2016 Email Exchange between Eleanor O'Keefe and Paul Koojoolian, with attachments, ABD-MT- 001592–ABD-MT-001594	Stipulated	Disputed	R P/WT/C MIL No. 2		
19 20	23	December 30, 2016 Email Exchange between Eleanor O'Keefe and Harry Humphrey, with attachments, ABD-MT- 001583–ABD-MT-001585	Stipulated	Disputed	R P/WT/C MIL No. 2		
212223	24	December 30, 2016 Email Exchange between Eleanor O'Keefe and Salt River Co., with attachments, ABD-MT- 001589–ABD-MT-001591	Stipulated	Disputed	R P/WT/C MIL No. 2		
242526	25	Eleanor O'Keefe AT&T Wireless Statement 12/19/16— 01/18/17, ABD-MT-000273— ABD-MT-000300	Stipulated	Disputed	R P/WT/C MIL No. 2		

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1			Plaintiff's Exhi	bits		
2	No.	Description	Authenticity	Admissibility	Objection	Admitted
3 4 5	26	February 21, 2017 Email Exchange between Lewis Dorrington and Kurt de Grosz, with attachment, ABD-MT- 001138–ABD-MT-001153	Stipulated	Disputed	(With respect to attachment) R P/WT/CTI	
6		001138–ABD-M11-001153			MIL No. 4	
7 8 9	27	January 26, 2017 Email Exchange between Lewis Dorrington and Kurt de Grosz, including attachments, ABD- MT-001154–ABD-MT-001169	Stipulated	Disputed	(With respect to attachment) R P/WT/CTI MIL No. 1	
10 11 12	28	February 12, 2017 Email Exchange between Lewis Dorrington and Kurt de Grosz, ABD-MT-001126–ABD-MT- 001134	Stipulated	Disputed	R P/WT/CTI MIL No. 4	
13 14	29	February 16, 2017 Email Exchange between Lewis Dorrington and Kurt de Grosz, ABD-MT-001135–ABD-MT- 001137	Stipulated	Disputed	R P/WT/CTI MIL No. 4	
15161710	30	Acknowledgment of Prior Trade Secrets and Confidentiality Agreement Compliance (John Haskell), ABD-MT-001424–ABD-MT- 001434	Stipulated	Disputed	R P/WT/CTI MIL No. 1, 4	
18 19	31	Declaration of John Haskell, Jr., ECF No. 60	Stipulated	Disputed	R P/WT/CTI MIL No. 1, 2	
20 21 22	32	February 5, 2016 Email Exchange between John Haskell and Brian Hetherington, ABD-MT- 001300–ABD-MT-001301	Stipulated	Disputed	R P/WT/CTI MIL No. 4	
23 24	33	Defendants' Supplemental Interrogatory Response #1, ABD-MT-001680–001735 (November 16, 2018)	Stipulated	Disputed	R P/WT/CTI MIL No. 1	
25 26	34	Defendants' Supplemental Interrogatory Response #2, ABD-MT-001680– 001744(November 20, 2018)	Stipulated	Disputed	R P/WT/CTI MIL No. 1	

1	Plaintiff's Exhibits						
2	No.	Description	Authenticity	Admissibility	Objection	Admitted	
3 4 5	35	Defendants' Supplemental Responses to Plaintiff's Discovery Requests per Dkt. No. 102 Order Granting in Part Plaintiff's Motion to Compel.	Stipulated	Disputed	R P/WT/CTI HS		
6	36	Stanley Ogden's Responses to Plaintiff's First Set of Discovery Requests	Stipulated	Disputed	R P/WT/CTI HS		
8	37	Eleanor O'Keefe's Responses to Plaintiff's First Set of Discovery Requests	Stipulated	Disputed	R P/WT/CTI HS		
9	38	Lewis Dorrington's Responses to Plaintiff's First Set of Discovery Requests	Stipulated	Disputed	R P/WT/CTI HS		
11	39	John Haskell, Jr.'s Responses to Plaintiff's First Set of Discovery Requests	Stipulated	Disputed	R P/WT/CTI HS		
12 13	40	ABD's Responses to Plaintiff's First Set of Discovery Requests	Stipulated	Disputed	R P/WT/CTI HS		
14 15 16	41	ABD Acknowledgment of Prior Trade Secrets and Confidentiality (John Haskell), ABD-MT-001424–ABD-MT- 001426	Stipulated	Disputed	R P/WT/CTI MIL No. 4		
17 18	42	ABD Non-Disclosure, Proprietary Information and Invention Agreement (John Haskell), ABD-MT-001427– ABD-MT-001434	Stipulated	Disputed	R P/WT/CTI MIL No. 4		
19 20	43	March 4, 2016 ABD Offer Letter (John Haskell), ABD- MT-001435–ABD-MT-001437	Stipulated	Disputed	R P/WT/CTI MIL No. 4		
21 22	44	ABD Acknowledgment of Prior Trade Secrets and Confidentiality (Lewis Dorrington), ABD-MT- 000312–ABD-MT-000314	Stipulated	Disputed	R P/WT/CTI MIL No. 4		
232425	45	ABD Non-Disclosure, Proprietary Information and Invention Agreement (Lewis Dorrington), ABD-MT- 000315–ABD-MT-000322	Stipulated	Disputed	R P/WT/CTI MIL No. 4		
26 27	46		Stipulated	Disputed	R P/WT/CTI MIL No. 4		
28				•	•		

1			Plaintiff's Exhi	Plaintiff's Exhibits				
2	No.	Description	Authenticity	Admissibility	Objection	Admitted		
3 4 5	47	ABD Non-Disclosure, Proprietary Information and Invention Agreement (Stanley Ogden), ABD-MT-000368– ABD-MT-000375	Stipulated	Disputed	R P/WT/CTI MIL No. 4			
6 7	48	November 18, 2016 ABD Offer Letter (Stanley Ogden), ABD- MT-000376–ABD-MT-000378	Stipulated	Disputed	R P/WT/CTI MIL No. 4			
8	49	January 3, 2017 Email from Meghan Rice (Dunlap Towing) to Eleanor O'Keefe, ABD-MT- 001595–ABD-MT-001596	Stipulated	Disputed	R P/WT/C MIL No. 2			
10 11 12	50	February 28, 2017 Email exchange between Lewis Dorrington and Janice McDonald (NYK Ports), attaching BOR, ABD-MT-005000–ABD-MT-005002	Stipulated	Disputed	R P/WT/C MIL No. 2			
13 14	51	January 4, 2017 Email exchange between Marcia Ogden and Jenn Cabotage (Monterey Fish), ABD-MT- 005517–ABD-MT-005519	Stipulated	Disputed	R P/WT/CTI MIL No. 1			
151617	52	January 4, 2017 Email exchange between Stanley Ogden and Tim Smyer (wards Cove), ABD-MT-005521– ABD-MT-005524	Stipulated	Disputed	R P/WT/C MIL No. 2			
18 19	53	February 25, 2017 LinkedIn Email to Lewis Dorrington, USI OGDEN 007539	Disputed	Disputed	R P/WT/CTI MIL No. 1			
20 21	54	February 25, 2017 LinkedIn Email to Lewis Dorrington, USI_OGDEN 007545— USI_OGDEN 007546	Disputed	Disputed	R P/WT/CTI MIL No. 1			
22 23	55	February 25, 2017 LinkedIn Email to Lewis Dorrington, USI_OGDEN 007547– USI_OGDEN 007548	Disputed	Disputed	R P/WT/CTI MIL No. 1			
24 25	56	February 25, 2017 LinkedIn Email to Lewis Dorrington, USI_OGDEN 007549–	Disputed	Disputed	R P/WT/CTI MIL No. 1			
2627	57	USI_OGDEN 007550 ABD Marine Lost rev. proforma_2012-2016_v3.xlsx, USI_OGDEN 001839	Disputed	Disputed	HS LF			
28								

1			Plaintiff's Exhi	bits		
2	No.	Description	Authenticity	Admissibility	Objection	Admitted
3 4	58	USI v. Ogden, et al. – Account Information [Current 7 30 18].xlsx, USI_OGDEN 001845	Disputed	Disputed	With Respect to Anderson and Haskell: R	
5					P/CTI LF HS MIL No. 1	
7 8 9					With Respect to Dorrington, O'Keefe, and	
10					Ogden: LF HS	
11 12	59	USI v. Ogden, et al. – Lost Revenue Totals, USI_OGDEN 001846	Disputed	Disputed	With Respect to Anderson and Haskell:	
13 14					P/CTI LF HS	
15					MIL No. 1	
16					With Respect to Dorrington,	
17 18					O'Keefe, and Ogden: R P/CTI	
19					LF HS	
20	60	December 30, 2016 Broker of Record Letter (Trident Seafood), USI_OGDEN	Disputed	Disputed	R P/WT/C MIL No. 2	
21 22	61	January 6, 2017 Broker of Record Letters (Silver Bay	Disputed	Disputed	R P/WT/C	
23		Seafood, Monterey Fish Co.), including cover email,			MIL No. 2	
24		USI_OGDEN 006968- USI_OGDEN 006971				
25	62	January 10, 2017 Broker of Record Letter (Harley Marine Services), including cover	Disputed	Disputed	R P/WT/C	
26 27		email, USI_OGDEN 006938, USI_OGDEN 006927			MIL No. 2	

1	Plaintiff's Exhibits						
2	No.	Description	Authenticity	Admissibility	Objection	Admitted	
3 4 5	63	January 16, 2017 Broker of Record Letter (Prowler Fisheries LLC), including cover email, USI_OGDEN 006980– USI_OGDEN 006982	Disputed	Disputed	R P/WT/C MIL No. 2		
6	64	January 3, 2017 Broker of Record Letter (Dunlap Towing), including cover email, USI_OGDEN 006942– USI_OGDEN 006943	Disputed	Disputed	R P/WT/C MIL No. 2		
8 9 10	65	March 3, 2017 Broker of Record (St. Francis Yacht), including cover email, USI_OGDEN 001359— USI_OGDEN 001361	Disputed	Disputed	R P/WT/C MIL No. 2		
11 12	66	January 31, 2017 Broker of Record (Royal Coffee), including cover email, USI OGDEN 000808–USI_OGDEN 000810	Disputed	Disputed	R P/WT/C MIL No. 2		
131415	67	January 3, 2017 Broker of Letter Record (Pacific Rim Transportation), including cover email, USI_OGDEN 000765–USI_OGDEN 000767	Disputed	Disputed	R P/WT/C MIL No. 2		
16 17	68	February 27, 2017 Broker of Record Letter (Pasha Hawaii Holdings), including cover email, USI_OGDEN 001782– USI_OGDEN 001783	Disputed	Disputed	R P/WT/C MIL No. 2		
181920	69	February 27, 2017 Broker of Record Letter (The Pasha Group), including cover email, USI_OGDEN 001431– USI_OGDEN 001432	Disputed	Disputed	R P/WT/C MIL No. 2		
21 22	70	March 3, 2017 Broker of Record Letter (HMS/American Queen Steamboat), including cover email, USI_OGDEN 001181–USI_OGDEN 001183	Disputed	Disputed	R P/WT/C MIL No. 2		
232425	71	March 9, 2017 Broker of Record Letter (Yusen Logistics), including cover email, ABD-MT-005040– ABD-MT-005041	Stipulated	Disputed	R P/WT/C MIL No. 2		
26 27	72	March 7, 2017 Broker of Record Letter (NYK Line), including cover email, ABD- MT-005897–ABD-MT-005900	Stipulated	Disputed	R P/WT/C MIL No. 2		

1			Plaintiff's Exhi	bits		
2	No.	Description	Authenticity	Admissibility	Objection	Admitted
3	73	March 9, 2017 Broker of	Disputed	Disputed	R	
4		Record Letter (HMS Global Marine), including cover email, USI OGDEN 000610-			P/WT/C MIL No. 2	
5		USI_OGDEN 000612				
6	74	February 1, 2017 Broker of Record Letter (Diver Institute), including cover email,	Disputed	Disputed	R P/WT/C MIL No. 2	
7		USI_OGDEN 000785— USI_OGDEN 000788			MIL No. 2	
8	75	February 27, 2017 Broker of	Disputed	Disputed	R	
9		Record Letter (Del Mar Seafood, including cover email,			P/WT/C MIL No. 2	
10		USI_OGDEN 001281- USI_OGDEN 001283			11112 110. 2	
11	76	Desist Letter to Lewis	Stipulated	Disputed	R P/WT/CTI	
12		Dorrington, including exhibits			HS MIL No. 1	
13	77	June 14, 2016 Cease and Desist Letter to John Haskell	Stipulated	Disputed	R P/WT/CTI	
14					HS MIL No. 1	
15	78	ompany/press-release/abd-	Disputed	Disputed	R P/WT/CTI	
16		insurance-and-financial- services-opens-new-office-			HS MIL No. 1, 2	
17		seattle-washington (date last visited, April 22, 2022)				
18						
19	Defendants' Exhibits					

19		Defendants' Exhibits						
20	No		Authenticity	Admissibility	Objection	Admitted		
21222324	501	"Wells Fargo account fraud scandal" entry on Wikipedia (available at https://en.wikipedia.org/wi ki/Wells_Fargo_account_fr aud_scandal)	Disputed	*	401-403; 602; 901; 801-805; F; MIL			
25 26 27 28	502	Consumer Financial Protection Bureau Fines Wells Fargo \$100 Million for Widespread Illegal Practice of Secretly Opening Unauthorized Accounts". Consumer	Disputed		401-403; 602; 901; 801-805; F; MIL			

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1		Financial Protection				
		Bureau. (available at				
4		https://www.consumerfina				
3		nce.gov/about-				
		us/newsroom/consumer-				
4		financial-protection-				
		bureau-fines-wells-fargo-				
5		100-million-widespread-				
6		illegal-practice-secretly-				
6		opening-unauthorized-				
7		accounts/).				
	503	Levine, Matt (9 September	Disputed	Disputed	401-403; 602;	
8		2016). "Wells Fargo			901; 801-805;	
9		Opened a Couple Million			F; MIL	
7		Fake Accounts".				
10		Bloomberg.com. (available				
		at				
11		https://www.bloomberg.co				
12		m/opinion/articles/2016-				
12		09-09/wells-fargo-opened- a-couple-million-fake-				
13		accounts)				
	504	Cowley, Stacy (12	Disputed	Disputed	401-403; 602;	
14	304	December 2016).	Disputed	Disputed	901; 801-805;	
15		"Prudential Suspends Sales			F; MIL	
13		of Its Life Policies by				
16		Wells Fargo". The New				
		York Times. (available at				
17		https://www.nytimes.com/				
18		2016/12/12/business/dealb				
10		ook/wells-fargo-prudential-				
19		insure-policies.html)				
	505	Corkery, Michael (8	Disputed	Disputed	401-403; 602;	
20		September 2016). "Wells			901; 801-805;	
21		Fargo Fined \$185 Million			F; MIL	
∠ I		for Fraudulently Opening				
22		Accounts" (available at				
		https://www.nytimes.com/				
23		2016/09/09/business/dealb				
24		ook/wells-fargo-fined-for-				
∠→		years-of-harm-to-				
25	500	customers.html)	Diamete 4	Diameted	401 402 602	
	506	Corkery, Michael (9	Disputed	Disputed	401-403; 602; 901; 801-805;	
26		September 2016). "Wells			F; MIL	
27		Fargo Offers Regrets, but Doesn't Admit			, 1,111	
41		Misconduct". The New				
28		York Times. (available at				
	L	TOIN THIES. (available at				

1		https://www.nytimes.com/			
2		2016/09/10/business/dealb			
		ook/wells-fargo-			
3		apologizes-but-doesnt-			
		admit-misconduct.html).	D	D	101 102 (02
4	507	Puzzanghera, Jim (13	Disputed	Disputed	401-403; 602;
5		September 2016). "Wells			901; 801-805; F; MIL
		Fargo is eliminating retail			, 14112
6		sales goals after settlement			
		over aggressive tactics". The Wall Street Journal.			
4		(available at			
8		https://www.latimes.com/b			
		usiness/la-fi-wells-fargo-			
9		sales-20160913-snap-			
10		story.html).			
10	508	Faux, Zeke (13 October	Disputed	Disputed	401-403; 602;
11		2016). "Wells Fargo CEO			901; 801-805;
1.0		Stumpf Quits in Fallout			F; MIL
12		From Fake Accounts".			
13		Bloomberg.com.			
		Bloomberg. (available at https://www.bloomberg.co			
14		m/news/articles/2016-10-			
15		12/wells-fargo-ceo-stumpf-			
13		steps-down-in-fallout-			
16		from-fake-accounts).			
1.7	509	Koren, James Rufus (21	Disputed	Disputed	401-403; 602;
17		September 2016). "Wells			901; 801-805;
18		Fargo hit with new			F; MIL
		sanctions following fake-			
19		accounts scandal". Los			
20		Angeles Times. (available			
20		at			
21		https://www.latimes.com/b usiness/la-fi-wells-fargo-			
22		occ-20161119-story.html)			
22	510	Gray, Alistair (9 January	Disputed	Disputed	401-403; 602;
23		2017). "Wells Fargo counts	1	1	901; 801-805;
		cost of sham accounts			F; MIL
24		scandal". The Financial			
25		Times. (available at			
		https://www.ft.com/content			
26		/1f22b9c0-d38d-11e6-			
27	711	b06b-680c49b4b4c0)	D:	D:	401 402 (02
27	511	Keller, Laura (13 January	Disputed	Disputed	401-403; 602; 901; 801-805;
28		2017). "Wells Fargo Plans to Close More Than 400			F; MIL
		to Close More Than 400	<u> </u>	1	,

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1		Branches Through 2018".			
2		Bloomberg. (available at			
2		https://www.bloomberg.co			
3		m/news/articles/2017-01-			
		13/wells-fargo-plans-to-			
4		close-more-than-400-			
_		branches-through-2018).			
5	512	Chappell, Bill (20	Disputed	Disputed	401-403; 602;
6		September 2016). "'You			901; 801-805;
٥		Should Resign': Watch			F; MIL
7		Sen. Elizabeth Warren			
		Grill Wells Fargo CEO			
8		John Stumpf". NPR.			
9		(available at			
9		https://www.npr.org/sectio			
10		ns/thetwo-			
		way/2016/09/20/49473879			
11		7/you-should-resign-			
12		watch-sen-elizabeth-			
12		warren-grill-wells-fargo-			
13	513	ceo-john-stumpf).	Diamutad	Diagraphed	401 402, 602,
	313	Protess, Ben (14	Disputed	Disputed	401-403; 602; 901; 801-805;
14		September 2016). "Wells Fargo Subpoenaed in Sham			F; MIL
1 5		Account Case". The New			,
15		York Times. (available at			
16		https://www.nytimes.com/			
		2016/09/15/business/dealb			
17		ook/wells-fargo-			
1.0		investigation.html? r=0).			
18	514	Masunaga, Samantha (3	Disputed	Disputed	401-403; 602;
19	l I	November 2016). "Wells	1	1	901; 801-805;
		Fargo says the SEC is also			F; MIL
20		investigating its accounts			
21		scandal". The Los Angeles			
21		Times. (available at			
22		https://www.latimes.com/b			
		usiness/la-fi-wells-fargo-			
23		sec-20161103-story.html).			
2.4	515	Corkery, Michael (28	Disputed	Disputed	401-403; 602;
24		September 2016).			901; 801-805;
25		"California Suspends Ties			F; MIL
23		With Wells Fargo". The			
26		New York Times.			
		(available at			
27		https://www.nytimes.com/			
28		2016/09/29/business/dealb			
20		ook/california-wells-fargo-			
11					

اار				1	,
1		john-stumpf.html?_r=0)			
2					
3	516	Blake, Paul (3 November 2016) "Timeline of the	Disputed	Disputed	401-403; 602; 901; 801-805;
4		Wells Fargo Accounts			F; MIL
5		Scandal" (available at https://abcnews.go.com/Bu			
6		siness/timeline-wells-			
		fargo-accounts-			
		scandal/story?id=42231128			
8	517	Heidi Singer December 15,	Stipulated	Disputed (by	By Plaintiff:
9		2014 email to Heidi Signer, Josh Tyndell, Vicki Kitley,		Defendants)	701 & 702; MIL
10		Reuben Rodriguez, and			
10		John Haskell Subject: SPW			By Defendants:
11		2015 budget review Attachment: Dec14 SPW			R
12		2015 budget P&L.xlsx			HS LF
13		Deec14 SPW 2015 budget			
		trend P&L.xlsx USI OGDEN007634-			
14		007636			
15	518	Hisae Harris June 1, 2015	Stipulated	Disputed (by Defendants)	By Plaintiff: 701 & 702;
16		email to Hisae Harris, John Haskell, Barbara Fives		Defendants)	MIL
17		Subject: June OL Seattle			By
		Attachments: New and Lost business forecast -			Defendants:
18		June OL Seattle.xlsx;			R HS
19		06.2015 SEA OL P&L and			LF
20		Trend.xlsx USI_OGDEN 007637-007639			
21	519	Hisae Harris July 31, 2015 email to Hisae Harris, John	Stipulated	Disputed (by Defendants)	By Plaintiff: 701 & 702;
22		Haskell, and Barbara Fives			MIL
		Subject: 2016 Budget			By
23		Seattle Office Attachment: 2016 Seattle Budget			Defendants:
24		08.04.2015.xlsx			R HS
25		USI_OGDEN 007640- 007642			LF
26	520	Hisae Harris September 1,	Stipulated	Disputed (by Defendants)	By Plaintiff:
27		2015 email to John Haskell, Barbara Fives, et		Defendants)	701 & 702; MIL
28		al Subject: Sep OL and			By
20		2016 Budget (Seattle)			ру

1		Attachment: SEA Sep 15			Defendants:
2		FY OL vs. 2016 Plan without Wholesale.xlsx			R HS
3		USI_OGDEN 007643-			LF
4	521	007644	G.: 1 . 1	D: 1.1/1	D
4	521	07_ABD Marine Lost rev proforma 2012-	Stipulated	Disputed (by Defendants)	By Defendants:
5		2016_v3.xls (spreadsheet		,	HS
6		from Nickerson expert files)			LF
7	522	04_USI v. Ogden, et al Account Information	Stipulated	Disputed (by Defendants)	By Defendants:
8		[Current 7 30 18].xlsx		Defendants)	
9		(spreadsheet from			With respect to Anderson
		Nickerson expert files)			and Haskell: R
10					P/CTI LF
11					HS
12					MIL No. 1
13					With respect to Dorrington,
14					O'Keefe, and
					Ogden: LF
15	700	05 1101 0 1 1	G.: 1 . 1	D: 1.1.1	HS
16	523	05_USI v. Ogden, et al Lost Revenue Totals	Stipulated	Disputed (by Defendants)	By Defendants:
17		[Current 7 30 18].xlsx.xlsx			With respect
18		(spreadsheet from Nickerson Expert files)			to Haskell,
19		<i></i>			Marcia Ogden, Mark, and
20					Anderson: R
					P/CTI LF
21					HS MIL No. 1
22					
23					With respect to Stanley
24					Ogden, O'Keefe, and
25					Dorrington: R
					P/CTI LF
26	504	I 1 16 2010 N. 1	Cui 1 u 1	D: 4.14	HS
27	524	July 16, 2019 Nickerson expert report, with	Stipulated	Disputed (by Defendants)	By Defendants:
28		attachments			HS

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				FRE 701 and 702
525	August 8, 2018 Tilden expert report, with attachments	Stipulated	Disputed (by Defendants)	By Defendants: HS LF FRE 701 and 702

Defendants reserve the right to identify and add additional, supplemental, or amended exhibits at any point prior to the filing of the final Pretrial Order at its discretion, and thereafter at the discretion of the Court. Additionally, although Defendants have identified certain exhibits they may use at trial (Exhibits 501-525, above), Defendants do not admit or stipulate to their admissibility. The exhibits may be objectionable, in whole or in part, or may only be admissible for a limited purpose.

ADDITIONAL STIPULATIONS

Subject to the approval of the Court, the parties also propose the following stipulations:

- The parties stipulate and agree that by 5:30 p.m. on each day of trial, they will disclose to the opposing party the witnesses to be called to testify the following trial day.
- The parties stipulate and agree that any damages on Plaintiff's claim for Tortious Interference with Contract against ABD derive from and are coextensive with Plaintiff's damages, if any, on its claims for Breach of Contract against Defendants Ogden, O'Keefe, and Haskell. Consequently, because the Court has already ruled that ABD is liable on Plaintiff's claim for Tortious Interference with Contract, the amount of damages to be awarded to Plaintiff on its claim for Tortious Interference with Contract against ABD shall be affixed by the Court at the total amount of damages awarded, if any, on Plaintiff's claims for Breach of

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Contract against Defendants Ogden, O'Keefe, and Haskell. The jury in this trial will not be asked to award any damages or make any findings on Plaintiff's claim for Tortious Interference with Contract against ABD. This liability shall be joint and several with any liability on Plaintiff's claims for Breach of Contract, and not additive. The Parties reach this stipulation without prejudice to Defendants' rights 6 to appeal any of the Court's liability findings against any of Defendants on any of Plaintiff's claims, and nothing in this stipulation constitutes or shall be construed as an admission of liability by any Defendant.

3. The parties stipulate and agree that Joe Misenti, a third-party witness disclosed by Defendants, may testify via perpetuation videotaped deposition due to scheduling conflicts with a family vacation, and that the parties agree to coordinate to find a mutually agreeable date for that perpetuation deposition sufficiently in advance of trial to have the videotaped deposition available at trial and any 14 objections to its admission ruled on in advance by the Court.

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ACTION BY THE COURT

- (a) This case is scheduled for trial before a jury on March 1, 2023.
- (b) This order has been approved by the parties as evidenced by the signatures of their counsel. This order shall control the subsequent course of the action unless modified by a subsequent order. This order shall not be amended except by order of the Court pursuant to agreement of the parties or to prevent manifest injustice.

IT IS SO ORDERED. The District Court Clerk is hereby directed to enter this Order and to provide copies to counsel.

DATED this 6th day of February 2023.

Stankey a. Sestian

U.S. District Judge Stanley A. Bastian